

Message Text

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ACTION XMB-04

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DEPARTMENT PASS EXIMBANK

E.O. 11652: N/A
TAGS: EGEN, EFIN, YO
SUBJECT: EXIMBANK OPERATING PROCEDURES WITH YUGOSLAVIA:
VISIT OF CHAIRMAN MOORE

REF: STATE 102822

SUMMARY: E/C COUNSELOR MET WITH ASSISTANT FINANCE SECRETARY
STOJILJKOVIC APRIL 24 TO TRANSMIT INFORMATION CONTAINED REFTEL
AND DISCUSS PROCEDURE FOR NEGOTIATIONS AND ARRANGEMENTS
FOR VISIT BY CHAIRMAN MOORE. STOJILJKOVIC PROPOSED THAT EXIM
TRANSMIT DRAFTS OF DOCUMENTS FOR REVIEW BY YUGOSLAVS
ASAP AND SEND TECHNICAL TEAM TO BELGRADE WEEK OF MAY 15.
HE REQUESTED INFORMATION ON MOORE'S VISIT AND ANY DESIRES FOR
PROGRAM AT EARLIEST POSSIBLE DATE. END SUMMARY.

1. ON QUESTION OF OPERATING
PROCEDURES, STOJILJKOVIC WELCOMED EXIMBANK VIEWS ON APRIL 11
CEMOVIC LETTER AND PROPOSALS FOR NEGOTIATIONS. HE SAID YUGOSLAVS
WOULD TRY TO BE FLEXIBLE AND COOPERATIVE IN WORKING OUT
SATISFACTORY SOLUTION. HE SAID THEY HAVE NO FIRM CONCEPT
REGARDING TEXTS OF DOCUMENTS TO BE NEGOTIATED NAD ARE
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FLEXIBLE REGARDING THE FORM THEY TAKE.

2. WHILE WELCOMING EXIM'S PROPOSAL TO SEND TECHNICAL TEAM TO
BELGRADE WEEK OF MAY 8, STOJILJKOVIC PROPOSED INSTEAD THAT VISIT
BE PUT OFF UNTIL WEEK OF MAY 15 TO FACILITATE NEGOTIATION
PROCESS. THIS WOULD PERMIT TIME FOR YUGOSLAV OFFICIALS AND
BANKERS TO REVIEW DRAFT TEXTS OF DOCUMENTS (WHICH EXIM COULD

TRANSMIT ASAP THROUGH EMBASSY) IN ADVANCE OF VISIT AND ACTUAL NEGOTIATIONS. STOJILJKOVIC FELT THIS PROCEDURE WOULD ENABLE NEGOTIATIONS TO BE CONCLUDED MORE EXPEDITIOUSLY AND ELIMINATE NEED FOR ANY FOLLOW-UP VISIT. HE SAID SITUAION NOW WAS "NOT DIFFICULT" AND THAT IF BOTH SIDES ARE FLEXIBLE AND FORTHCOMING FINAL AGREEMENT SHOULD BE POSSIBLE WITHIN THREE DAYS. STOJILJKOVIC ADDED, HOWEVER, THAT IF EXIM STILL PREFERRED WEEK OF MAY 8 THAT WOULD BE ACCEPTABLE AS WELL.

3. WITH REGARD TO MAY 20-25 TARGET DATE (PARA 5 REFTEL). STOJILJKOVIC SAID THIS DATE HAD NO SPECIAL SIGNIFICANCE AND HAD BEEN SUGGESTED ONLY FOR "ROUGH GUIDANCE".

4. REGARDING VISIT BY CHAIRMAN MOORE, STOJILJKOVIC SAID THAT HIS OFFICE WOULD BEGIN PREPARING IMMEDIATELY AND REQUESTED INFORMATION ON TRAVEL PLANS AND ANY SPECIFIC DESIRES FOR PROGRAM AT EARLIEST POSSIBLE DATE. HE SUGGESTED THAT FOR BOTH PROTOCOL AND PROCEDURAL CONSIDERATIONS IT WOULD BE PREFERABLE FOR MOORE TO BEGIN OFFICIAL VISIT AS GUEST OF FINANCE SECRETARY AFTER HIS ATTENDANCE AT USYEC MEETING IN DUBROVNIK. THUS, FOR EXAMPLE, IF MOORE ARRIVED IN DUBROVNIK WEEKEND OF JUNE 3-4 AND TTENDED COUNCIL MEETING THROUGH OPENING DAY JUNE 5, HE COULD BEGIN OFFICIAL VISIT ON TUESDAY, JUNE 6.

5. STOJILJKOVIC THEN SUGGESTED FOLLOWING OUTLINE OF POSSIBLE PROGRAM:
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JUNE 6: FLY TO BELGRADE. MEETINGS WITH NEW SECRETARY OF FINANCE, PETAR KOSTIC, AND NATIONAL BANK GOVERNOR BOGOEV. OFFICIAL LUNCHEON. SIGNING CEREMONY (ASSUMING AGREEMENT REACHED ON OPERATING PROCEDURES). OFFICIAL DINNER.

JUNE 7: ADDITIONAL MEETINGS IN BELGRADE WITH YUGOSLAV BANKERS AND ECONOMIC OFFICIALS, AS WELL AS MEETING ON "HIGH GOVERNMENT LEVEL". AFTERNOON DEPARTURE TO MACEDONIA.

JUNE 8: MEETINGS AND VISITS TO PROJECTS IN MACEDONIA. EVENING DEPARTURE TO ZAGREB OR LJUBLJANA.

JUNE 9: MEETINGS AND VISITS TO PROJECTS IN SLOVENIA AND CROATIA.

JUNE 10: MORNING DEPARTURE FROM YUGOSLAVIA. STOJILJKOVIC EMPHASIZED THAT ABOVE OUTLINE WAS ONLY TENTATIVE SUGGESTION, AND THAT THEY WOULD BE GLAD TO ARRANGE ANY SPECIFIC PROGRAM/VISITS MOORE WOULD LIKE TO HAVE.

6 . COMMENT: WE BELIEVE STOJILJKOVIC SUGGESTION THAT EXIM PREPARE DRAFTS ASAP FOR REVIEW IN ADVANCE OF VISIT BY EXIM

NEGOTIATING TEAM MAKES SENSE IN VIEW OF NUMEROUS YUGOSLAV
GOVERNMENT AND BANKING OFFICIALS WHO WILL HAVE TO BE CONSULATED
AND SHORT TIME IN WHICH AGREEMENT MUST BE REACHED. HE
WOULD ALSO CONCUR IN HIS SUGGESTION THAT MOORE'S OFFICIAL VIST
AS GUEST OF FINANCE SECRETARY BEGIN AFTER ATTENDANCE AT USYEC
MEETING FOR PROTOCOL REASONS. REQUEST EXIM REACTION TO
STOJILJKOVIC SUGGESTION ON NEGOTIATING PROCEDURE AND INFORMATION
ON MOORE'S VISIT/PROGRAM WISHES ASAP. AMBASSADOR EXTENDS
INVITATION TO MOORE TO STAY AT RESIDENCE DURING VISIT TO
BELGRADE.
EAGLEBURGER

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